
New Year New You; How to Achieve True Success Episode #202

Sean: Yes, welcome to the Ray Edwards Show, 2016 we welcome you.

Ray: We welcome you.

Sean: We have a good show for you today.

Ray: Indeed we do. We're going to talk about how to be richly blessed in this New Year. I think that's something we wouldn't object to. Please don't bless me.

Sean: Please. No I object.

Ray: You can actively stir things up to receive more blessing and we'll talk about that. I'll have the most elegant task manager I have ever found and one good reason not to use it. How to achieve true success. New Year New You.

Spiritual Foundations

Ray: Sean, how would you like to be richly blessed in the New Year?

Sean: I would love to be richly blessed.

Ray: I know there are things you'd like to buy.

Sean: Yes, multiple things.

Ray: More than one thing. What?

Sean: Yeah I know, I'm weird like that.

Ray: That is so un-American.

Sean: It's very un-typical that I want to buy more than one thing in the year 2016.

Ray: Wow, you could write a book about this.

Sean: I know, it's pretty outlandish.

Ray: Buying many things in a year.

Sean: Yeah. Multiple items in one year. That's the new concept.

Ray: That's crazy. I think you're going to develop a whole new self-help category to help people who have trouble buying for themselves to get over that.

For those of us who need to stir up and receive more blessing in the New Year, I would like to share a little story with you that sets up where this thought came from. I was looking at a video recently and it wasn't a marketing video it was actually a home video and someone had caught me on video in the background. They didn't know they were filming me.

Sean: Were you picking your nose?

Ray: No, thank goodness. What I was doing was standing, walking and gesturing like my father. I was like wow that is weird to see. I started thinking about the fact, and I was fortunate I had two fantastic dads. I had my biological father and then a step father who adopted us and became our legal father, so I have two great dads. My biological father, we have a fantastic relationship now, but I wasn't around him while I was growing up, so I couldn't have learned all those gestures, postures and so forth from observing him.

It was in my DNA, so I started paying attention to my wife, Lynn, who is oddly enough your mother.

Sean: What!?

Ray: I know I didn't mean to do this publicly, but we'll talk later.

Sean: Crazy. World blown.

Ray: I noticed and she's not going to like this, but she acts so much like her mother and it's not her attitudes it's the way she stands, the way she moves, her facial expressions sometimes, and sometimes it's the tone that her voice takes on. I know that many people say I don't want to look like my father. Please tell me I'm not my mother. I think it's cool that we pass these traits on and what was impressed upon me was that through the genetic coding there are qualities we have that we don't have to even think about they just naturally occur.

So, what in the world does this have to do with being blessed in the New Year? As children of God we also have His DNA, His characteristics embedded in our genetic coding. I think that's true and I think that we have over-riden some of the natural behaviors that are coded into our DNA as children of God. How do we unleash those behaviors, because unleashing the God-likeness within us will, I believe, initiate more blessing, more favorable coincidences into our life?

Ephesians 5:1-2 (AMP) says, 'Therefore be imitators of God, copy Him and follow His example as well beloved children imitate their father, and walk in love.'

Follow me here, I'm going to lead you through this quickly, but I think this is important to grasp. God is love. It says so in the Bible and if you're automatically thinking of times that you read about God in the Bible that you think, that doesn't seem very loving. Then you've misunderstood something, because Scripture says that Jesus is the perfect image of the Father and Jesus himself said, if you've seen me you've seen the Father. And Scripture also says that God is love and there is no fear in love.

I believe we're most like God when we're being loving, when we're loving one another and this is not some ethereal... I just want to be loving. I want to buy the world a Coke. That's not what I'm talking about I'm talking about something concrete behavioral, like you're kind to people on a day-to-day basis. You respond to situations with empathy and humor, instead of anger and bitter reactivity and these kinds of things. They come to you naturally, just like my gesturing and walking are unconscious parts of me, I believe we can awaken those unconscious parts of the God-ness in us because we are His children, we have His DNA.

As you tune into that. As you tune into what the DNA inside you is broadcasting, you'll automatically find yourself acting like your Father in Heaven and some people will say you have to follow the Ten Commandments and follow all the rules of behavior that Jesus told us, because even Jesus said, 'If you love me you'll follow my commands.' What they forget to tell you is the next part of that passage, where He says and this is my command. That's pretty important, don't you think, in case we weren't clear on what His command is.

He says, 'love one another.' He says elsewhere, 'I want you to love one another just as I have loved you and as the Father loves me.' Then He says, 'here's how people will know you're my disciples, by your love for one another.'

So imitate God, copy His behavior, walk in love as it says in Ephesians 5, and I believe, not only will you start to be more like your father, but just like Jesus did you'll automatically begin to have coincidental luck. Good things happen to you, blessings and favor will come on your life. Jesus paid His taxes one year by sending somebody to grab a fish out of the water and they found a coin in its mouth that had just the exact amount to pay Jesus' tax and Peter's tax. That's the kind of life I want to live. Not there yet, but working on it.

How do you do it?
What is the practical application, Ray?
How do I make this work?

Just ask yourself and observe how is God showing up in my life right now in this moment? How is His natural DNA, His natural inclination, His love, wanting to show up and be part of this moment? If you will pursue this and practice it and imitate God, I believe you'll have more favor and more blessing show up in your life in the New Year.

Tip of the Week

Ray: I know it wasn't that long ago that I said, you should stop spending time trying out new productivity apps.

Sean: Yeah.

Ray: I tried one out. I found the most elegant task manager that I've ever run across and I will tell you why I'm using it and then give you one good reason not to use it. One of my New Year's resolutions is not to change task manager apps, stick with one and I think I've found the one that will make it possible for me.

I was a big Omni Focus user and before that I used the Franklin Covey planner software, Dos version or Windows which was Dos with a pretty face on it. Then I moved to Omni Focus on the Mac and most recently I've been using Nosbi, which is cool. I'm now using ToDoist.

Here's what I like about this software. The first thing is it's very elegant. As much as I like Nosbi, you have to read the directions to be able to use it. You can't look at it and think, this is what's supposed to happen. ToDoist you can use without reading a manual. How do I know? Because I have yet to read it.

Sean: There you go.

Ray: That's how it works, especially in the world of Mac's. It's elegant and it's everywhere. It's on all my devices. I know the other products I mentioned have that same quality, but I don't believe they work as well on other devices, other than my laptop, as ToDoist does. It works just as well on my iPhone as it does on my iPad mini as it does on my Mac. I love the fact that it's everywhere and it keeps synchronized and there's no weird syncing technology that I have to sign up for.

Like with some of these other products where you have to sign up for our new cloud sync. You don't have to do that with this and the price is right, they have a free level that isn't just a trial you can use it for free until you get to a certain number of tasks and if you want other people involved then you have to pay for the premium version which is \$29 a year.

Sean: Wow, that's pretty steep.

Ray: And you can customize it completely to your liking, so what's the one reason that I would say you should not use this app?

Sean: I don't know, what is that reason?

Ray: If you have an app you're using that's working for you don't waste time starting a new one.

Sean: There you go.

Ray: What's more important is that you actually do stuff, as opposed to figuring out different ways to do stuff. Try ToDoist out if you are still without a task manager that works best for you or that you're happy with. You can find it at [ToDoist.com](https://todoist.com). I believe you will like it.

Feature Presentation

Sean: Here we are in a New Year a New You; How to Achieve True Success.

Ray: The first thing I want to share with you is, I originally intended this episode for the week of New Year's Day, which has passed. So what I want to start with is saying this... every day is New Year's Day. January 1 is a great day to reset for the year and to set new goals, aspirations and so forth to start with a clean slate. It's a great day to do that, but you can decide that any day is New Year's Day. If you made resolutions on January 1st and you've already messed them up, start over as New Year's Day, Happy birthday.

I'm going to share with you, something that I call the R7 approach. This training I'm about to give you is one small piece of the success optimizer coaching program, which retails for \$1000, but you can get free when you buy Michael Hyatt's Best Year Ever goal setting course through the link on the site in the show notes or you can just go to RayEdwards.com/bye.

I am an affiliate for the Best Year Ever program which means I get a generous commission. It doesn't change your price one way or the other, but I will retire to a castle in the Alps on the money I'm making with this promotion. That could be stretching it just a bit. I just want all

the cards on the table. I bought and paid for this program myself. I bought the VIP level version because I believe in it, it's really changed my life. I think you should look into it.

Let's get back on track.

The problem that we have is that we start out strong in the New Year, eventually we fall off the wagon and then we quit. Maybe you've already experienced that this year. Maybe you made a resolution about eating or something and you've already had an entire pizza of your own. Maybe not, but most of us are familiar with this pattern and I certainly have been. For instance, for many years every year I set a weight loss goal and I have lost lots of weight and have yo-yo'd up and down. The thing is in the past I lost weight very quickly. One time I lost almost 25 pounds in a month, but you shouldn't do that.

This year I took off 51 pounds, but I did it gradually over time and I had some ups and down, but pretty consistently I was losing about a pound a week or so. What made the difference? The difference is I had a series of practices that I've developed, behaviors that I've behaved in and I put these into a list that would be more memorable to share with you.

If you'll follow these practices this is how you can know that you can recreate, reinvent and restart your year at any time. I'm here to tell you that you can systematically achieve true success by following the R7 approach, whether it's January 1 or not. Today can be New Year's Day for you. R7, cleverly enough, stands for seven words that all being with the letter R. I'm very fond of the letter R.

1. **Responsibility** – take 100% responsibility for your life.

This may sound like, of course, but chances are, in some areas of your life you may not be doing this right now. People who blame their sadness, depression, anger, bitterness, spiritual dysfunction on what life has dealt them are not taking 100% responsibility for their life. I'm not saying that if something tragic happened to you to take responsibility in that you made it happen, like if you've been physically attacked or a building fell on you or something like that. I'm not saying that you attracted that into your life. However, you are responsible for how you respond to that set of circumstances.

Early on in my radio career when I was a DJ, I wanted to go to a seminar put on by Dan O'Day. I was working in Knoxville, Tennessee and Dan was putting this seminar on in Atlanta, Georgia. I was a young DJ and I was broke. The station wouldn't pay for me to go to this seminar to improve my skillset, my career, etc. I was conversing with Dan O'Day on the phone about his seminar and he said, well, I guess you have to ask yourself, is it the station's career or your career? Hello! I came up with the money and drove to Atlanta to attend the seminar.

So taking 100% responsibility for your life is deciding you're not going to make excuses. You can have achievement or you can have excuses but you can't have both at the same time. Either you own your life or you've already given it away to somebody else, that's how it works.

2. **Research** – once you've decided to take responsibility for your life and see what you want out of life, if starting with a new slate, is to research and find out what you need to know about achieving your definition of success, whatever your number one goal is.

When I was transitioning out of radio I began to look for options about what I could do. What kind of business could I go into? What kind of job could I get that would allow me to transfer my skills and make a lot of money? That's how I decided to become a direct response copywriter, which was the beginning of my online business and the genesis of this podcast and everything else that we're doing these days.

This is a trap for some people because they get stuck in the research phase. We know people.

Sean: All they do is research.

Ray: What are you doing these days? Well, I just read about this new thing or I just got this new course.

Sean: I went to this new seminar.

Ray: And that's all good, but if that's all you do that's not going to make you any money. At no point will someone say, well you've been to 10 seminars this year you get \$100k.

Sean: That'd be nice, though.

Ray: Yes it would be, if you liked seminars.

Take all the time required to research your path, but don't take one minute longer than what is required.

3. **Reason** – I'm not talking about using your thinking processes, I'm talking about your reason why.

Figure out, define and know what your reason why is for what you're doing. I'll give you a clue, if your only reason is to make money yet you hate what you're about to do, but you think it'll make money for you. That's the wrong reason. When I was unclear, even after I'd chosen to start my own business, I was unfocused and working on a lot of different things, trying out different things and I was having success in terms of making a considerable amount of money, but I was very unhappy and busier and more stressed out than I wanted to be.

When I sat down and wrote out why I'm doing what I do, everything became much clearer and I became more energized. Sometimes I get off track and get more unfocused and have to remind myself what the reason is that I'm doing this. So it's important that you write down your reason why.

Michael Hyatt's wife, Gail, came up with a saying that I think is brilliant. She said, 'People who lose their why lose their way.'

Sean: I like that.

Ray: She's a smart lady.

4. **Resolve**

This is the time of year when people are thinking about resolutions, so it's good to work this in, but that's not what I'm talking about. It's close.

Once you've done the previous things we've mentioned you have to commit to a course of action. I looked up the word resolve in the dictionary and it means... decide firmly on a course of action. Deciding firmly means you're not counting on plan B, you're not trying it out.

Sean: No.

Ray: In fact, if all you're going to do is try then don't even bother.

Sean: Because you will fail.

Ray: Next is...

5. Retreat

I just said you should be resolved and now I'm saying you should retreat. There is a time when you must not quit, no matter what. But sometimes not quitting is stupid. For instance, if you were running, chasing after the sunset and you're running East, once you got the information that clarified you were using the wrong strategy you should quit and do something else, like turn around and run the other way. Sometimes it makes more sense to do just this.

I was in radio for over 30 years. When I left the business there were other things I could have done and stayed in radio. I could have stepped into ownership. There were possibilities of becoming part of the C Suite at the company I was with or a different company. I probably could have parlayed my way into a satellite radio job. There were obvious rungs on the career ladder that I had not yet climbed that were near the top. But, I knew that it was a win for me to retreat and do something different and leave the field of radio.

So, the key thing to remember is not to retreat just because you're uncomfortable, because real success and achievement requires discomfort. It's like we've doubled our efforts at the gym. It's uncomfortable and that's not a reason to quit it's a reason to keep going. You want to retreat because you're changing direction or

because you need to re-evaluate. This is what I did when I received a diagnosis of Parkinson's disease a few years ago, I took some time to retreat, literally.

We got in the motor home and drove to Montana to Glacier National Park and spent some time there just thinking and being with God, reading, praying and gathering up my thoughts and feelings about what this means for the rest of my life. Once I figured out what the new direction was, it was time to move forward. So sometimes the best way to win is to quit and do something else and sometimes it's not, but before you can know that you have to retreat.

If it is time for you to do something new than the next one is to...

6. Reboot

Once you've decided to retreat, take a deep breath and reboot. That's what I did in Glacier. Once I had my retreat I tuned in to my celestial GPS.

We were listening to a talk that a friend of ours, John Sunland, gave recently and he said, God is like the God positioning system. If you listen he's always going to get you where He wants you to go. It's just like your GPS, if you get off track you take a wrong turn and it says recalculating. It happened to me in Chicago once when I took the wrong exit. I kept driving and it kept saying recalculating and eventually it got me to where I wanted to go. Just like your GPS reroutes you to your destination, your divine GPS will help you recalculate your direction for your destiny.

One of the greatest gifts you've been given in life is a blank sheet of paper. A friend of ours, who has gone to be with the Lord, Rick Butts, used to give a talk about a blank sheet of paper. He would reach a point in his talk where he would pull out a sheet of paper and he would say this is the greatest gift you've been given in your life. It's a blank sheet and you get one every day and you get to choose what to write on it.

This may sound cliché to you, but if you can absorb the truth of it and realize it doesn't matter what happened yesterday, last week, last month or for the last 30 years of your life, today is a new day and you can choose a new path.

7. Results

I would urge you to consider adopting this belief system, that there is no such thing as failure there are only results. It's only failure if you quit without reason.

So process the attempts that don't turn out the way you like as experimental results and figure out what caused the failure of that particular experiment and then regroup and experiment again until you get the outcome you're looking for. Always be experimenting. And you get to define what success means to you. You can be successful without having a lot of money.

I know people who don't have a lot, but I consider them to be very successful. You can be financially wealthy and be miserable and not successful at all, and unfortunately I know a lot of those people too. It's more common than not. On both ends of the spectrum, it's easier to be depressed with more money.

Sean: That's true. What did grandma used to say? She's like, I know you can't buy your way to happiness, but I sure would like to try.

Ray: Yes. So those are the 7 R's of the R7 approach. Sean, let's see how you did in keeping track.

Sean: All right, let's see...

1. Responsibility – 100% for your life
2. Research – find out what you need to know about your defined success
3. Reason – define, know and own your reason why you're doing what you're doing
4. Resolve – once you've done the above you must commit to a course of action
5. Retreat – don't just retreat because it's uncomfortable, retreat because you are changing direction or re-evaluate what you're doing
6. Reboot – once you retreat, take a deep breath and reboot
7. Results – decide there is no failure, only results

Ray: Very well done.

Sean: You can find the show notes for this episode, including a transcript by going to RayEdwards.com/202.

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Ray: Remember that either you own your life or you have already given it away to someone else.
May God continue to bless you and keep you and do more for you than you can ask or even possibly imagine.

In the words of Han Solo, I don't know I can imagine quite a bit.

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